



Franklin re-engineers motion furniture
 A redesigned recliner mechanism and seating system by Franklin breaks through comfort and delivery objections typical in motion sales.

Tempur Sealy Q1 numbers reflect Mattress Firm change
 Putting its first quarter in the books, Tempur Sealy numbers show virtually flat net sales and a distinct decline in operating and net income.

Amazon adapts its market to lure furniture stores
 Amazon is making a change to its marketplace for furniture stores. The unusual move slated for late in the third quarter is designed to make the e-commerce giant more competitive in the bulky furniture category by eliminating the national delivery requirement for its furniture sellers.

Group buying group during the April High Point Market. They declined to make additional comments and have not returned follow-up calls and emails.

Under the plan, furniture sellers, such as stores, won't be required to sell nationwide. The retailers will set their own pricing that can change with the services an Amazon customer chooses. White glove delivery (to a dry room) is the bare minimum service requirement — no drop-off at the door — but retailers can offer additional services, including delivery to the customers' "room of choice," set-up and haul away.

And the cost, Amazon is asking for a

Highlights from High Point

- Case goods brings a mix of strategies and initiatives 18
- Upholstery producers target retail experience, customized product 28
- Rug companies are tapping into the designer segment 33

Plus, visit our new highlights from occasional, home office, home entertainment, custom upholstery and bedding!

Case goods: Mergo Olson

Consumers say

Have a seat
 Number of chairs in living room

3-4 26%
 1-2 66%

Bedding benchmarks

- Obituaries
- Opinion
- An Insider's View
- Bedding Today
- Industry Numbers
- Classifieds

News

Century strives to simplify
New 'Details' program curates custom options

By Thomas Russell, Senior Editor @thomasr1055

HIGH POINT — Luxury case goods and upholstery manufacturer Century Furniture unveiled a new custom case goods program at the recent High Point Market that simplifies its options for retailers and consumers alike.

Its new Details program, which initially focuses on the bedroom category, narrows down its custom selections by offering four sizes of nightstands, four sizes of chests and four headboard shapes.

From there, customers can choose five different drawer or door fronts, eight different bases and eight different styles of hardware, three different hardware place-

ment options (including no hardware) and more than 100 finish options.

Beds come in 36 styles including 24 fully upholstered options and 12 wood trim options. Fully upholstered beds also come in twin, queen, king and California king sizes, and wood trim beds come in queen and king. Beds also are offered with standard height headboards and extra tall heights that add 12 inches. There are also 12 foot options and two finishes available on nailhead trim. Multiple fabric and finish options also are available.

A group featuring two single drawer nightstands, a dresser and a fully upholstered bed in standard finishes and fabrics retail at a starting price point of \$7,999.

Bedroom groups in Details are

Simple facts

Simple videos for easier selling

See them now at sleepsells.com/getstarted

©2017 Sleepsells Company LLC. All rights reserved.



2017 EFE show in Malaysia drew 10,870 visitors
 Attendance at March Export Furniture Exhibition was up 18.7% from 2016
 Thomas Russell, May 16, 2017

KUALA LUMPUR, Malaysia – This year's Export Furniture Exhibition held here drew nearly 11,000 visitors, a double-digit increase in attendance from the previous year.

The March event drew 10,870 visitors from 140 countries, up 18.7% from 2016, according to recently released show results. Of those, 7,140 were from outside Malaysia, up 20% from 2016.

The top 10 countries represented included China, India, Singapore, the U.S., Australia, Japan, the Philippines, the U.K., Indonesia and Vietnam. About 37% of the visitors were from Asia, 21% from Southeast Asia, 13% from Europe, 10% from the U.S., 7% from Africa and Oceania and 6% from the Middle East.



New buyers were reported from Kosovo, Botswana, Belarus, the Virgin Islands, Lithuania, Finland, Iceland, Argentina, the Czech Republic and Rwanda.

269 manufacturers.

The event occupied about 320,000 square feet of space at the Kuala Lumpur Convention Center, which was 20,000 square feet larger than last year. It featured a mix of case goods, upholstery and accent furniture from

A new feature of the show was the India Export Pavilion, which occupied about 10,000 square feet of space and featured 15 exhibitors. Officials said India represents a major area of growth, representing \$10.5 billion in bilateral trade with Malaysia, a figure that could grow to \$25 billion by 2020.



"Coupled with the strong spending power of India's young generation, ... India has huge potential for trade expansion and business growth," EFE officials said in a statement. "It is the next economic power in the making."

In 2018, the show will be held from March 9-12 at the Kuala Lumpur Exhibition Center.